

Message Text

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11

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-11 RSC-01 DRC-01 SPC-03

AID-20 NSC-07 CIEP-02 TRSE-00 SS-20 STR-08 OMB-01

CEA-02 PA-04 PRS-01 USIA-15 L-03 CIAE-00 FRB-02

INR-10 NSAE-00 XMB-07 OPIC-12 LAB-06 SIL-01 /148 W

----- 017790

R 020815Z MAR 74 ZDK
FM USINT BAGHDAD
TO SECSTATE WASHDC 808
INFO AMEMBASSY ABU DHABI
AMEMBASSY BEIRUT
AMCONSUL DHAHRAN
AMEMBASSY KUWAIT
AMEMBASSY JIDDA
AMEMBASSY TEHRAN

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BEIRUT FOR RTDO

KUWAIT PASS DOHA

E.O. 11652: N/A

TAGS: BEXP, IZ

SUBJECT: OPPORTUNITIES FOR U.S. EXPORTS

REF: BAGHDAD 94

1. AMERICAN BUSINESS REPS RECEIVING WARM WELCOME IN BAGHDAD.
FOR EXAMPLE, HENRY KUSS, PRESIDENT OF AMERICAN TRADE AND
FINANCE CO., ARLINGTON, VA. VISITED BAGHDAD FEB 26-MAR 1
ON SURVEY MISSION FOR DRESSER INDUSTRIES AND OTHER COMPANIES.
HE WAS RECEIVED AT HIGH LEVEL IN INOC, MINISTRY OF PLANNING,
AND BY SCCOP PRESIDENT MAHDI AL-SHAikh ALI. IRAQIS WERE
PARTICULARLY INTERESTED IN DRESSER PROPOSAL FOR CENTRALIZED
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OPERATION AND MAINTENANCE PROGRAM FOR ALL TURBINES,

PUMPS, AND COMPRESSORS IN COUNTRY SIMILAR TO PROJECT
RECENTLY SIGNED WITH ALGERIA.

2. KUSS WAS ENTHUSIASTIC ABOUT IRAQI PROSPECTS AND IS
RECOMMENDING TO MORRISON KNUDSON THAT IT SEND MISSION
HERE TO INVESTIGATE CONSTRUCTION PROJECTS IN IRRIGATION
SECTOR AND POSSIBLY RAILROADS.

3. RECEPTION GRANTED TO KUSS IS SIMILAR TO THAT RECEIVED
RECENTLY BY OTHER AMERICAN BUSINESS REPRESENTATIVES, E.G.
TWO LOW LEVEL REPS FROM BANKERS TRUST RECEIVED BY MINISTER
OF FINANCE ON MARCH 2. THIS AND OTHER DEVELOPMENTS SUCH
AS SIGNING OF 8.5 MILLION DOL CONTRACT WITH MAUL BROS.
FOR GLASS PLANT, ENDING OF INOC REPS TO U.S. TO PURCHASE
MORE DRILLING EQUIPMENT (BAGHDAD 113), OFFICIAL INTEREST IN
GM AUTOMOBILES, PLUS ANNOUNCEMENT OF NEW INVESTMENT PROGRAM
OF 2.7 BILLION DOLS FOR COMING YEAR DEMONSTRATE QUANTITATIVE
JUMP IN SIZE IRAQI MARKET AND INCREASING WELCOME FOR U.S.
COMPANIES.

4. HOPE DEPT, USDOC, AND SURROUNDING POSTS WILL DO WHAT THEY
CAN TO ENCOURAGE U.S. BUSINESS REPS TO COME AND INVESTIGATE
POSSIBILITIES FOR THEIR PRODUCTS. LOWRIE

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Message Attributes

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Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: MorefiRH
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
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Disposition History: n/a
Disposition Reason:
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Review Markings:

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US Department of State
EO Systematic Review
30 JUN 2005

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Secure: OPEN
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Subject: OPPORTUNITIES FOR U.S. EXPORTS
TAGS: BEXP, IZ
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